

Sent: Monday, December 08, 2008 10:07 AM
Subject: BIZ BANK: SALES / LIFE QUOTE OF THE WEEK DECEMBER 8, 2008

Dear Aquathin Dealer OnLine;

[BIZ BANK SALES-LIFE QUOTE OF THE WEEK DECEMBER 08, 2008.pdf](#)

ATTACHED IS A NEW FEATURE BROUGHT TO YOU BY AQUATHIN BIZ BANK -- SALES / LIFE QUOTE OF THE WEEK. FIRST OPEN & REVIEW.

ENCOURAGE OPEN DISCUSSION OF THE ESSENCE OF THE ATTACHED QUOTE THAT TRANSCENDS TIME WITH YOUR SALES & TECH & OFFICE TEAM. ITS ALL ABOUT "PERSPECTIVE, PERCEPTION & BALANCE."

TALKING POINTS: So, how was your year...professional and personal? What all did you during 2008 to put you in the best position for next week, next month, and 2009?

Will you and your team prospect more? Establish better personal relationships? Commit to a solid sales process and follow through?

Will you be more attentive, invested and involved in the efforts of your family, your friends, your sales team and your current customers?

Will you complain less...and focus on positive aspects of who you are and where you are and where you are headed?

Will you commit to perpetual optimism? Be more patient with your family, your friends and your team? More approachable to your customers?

Will you ask for referrals more consistently?

*What will be different that will make you better and put you in the best place for 2009? What will you **deliberately** set as your top 3 priorities that will help you and your family...and help your team achieve your targets and goals?*

*Three priorities. Any more and it becomes difficult to focus on even one. If you need only two then **formally establish** two.*

Complete them in writing. Absorb them with commitment to your craft. Always be moving forward.

*"Resolve to perform what you ought;
perform without fail what you resolve."
Benjamin Franklin (1706–1790)
American statesman, writer, scientist & printer*

Some of the Quotes are from great thinkers, doers and talents including Gandhi, Einstein, Churchill, Twain, Mother Teresa, Ford, Edison, Buffet, Epicurus, Cervantes, Bradbury, Freud, McCain, Confucius, Kay, Eastwood, Iacocca, Altman, Jobs, Depp, Jordan, Oprah, Shakespeare.

It's not important who said...the words survive the authors.

I RESPECTFULLY RECOMMEND THAT YOU PRINT IN COLOR, FRAME AND HANG IN YOUR TRAINING ROOM.

YOU WILL HAVE QUITE A COLLECTION VERY SOON !!!

I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!

Let me know what you AquathinK !

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

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& 2008 PRESIDENT'S E STAR AWARD RECIPIENT (visit www.aquathin.com/estar2008.pps)

Alfie

Alfred J. Lipshultz, President

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